



## Wholesale Account Agreement

Brown Bowen and Company, LLC  
205 South Goose Hill Rd  
Rocky Face, Georgia 30740

### Welcome!

Brown Bowen and Company is beyond excited to have you as a retailer! We want more than anything for you to be successful with our products and for people to fall in love with our company as a whole! All retailers selling Brown Bowen and Company must agree to the following policies and procedures. Please review the below terms and conditions and return to us a signed copy of the agreement indicating your acceptance.

### Who We Are and Our Mission

First and foremost, a little bit about us! The most important part of selling a brand is knowing who we are! Born and raised in the small southern town of Hartsville, South Carolina- a palmetto girl turned peach. I married my high school sweetheart and have done a small tour of the southeast having lived in South Carolina, Tennessee, Alabama and Georgia. I'm a lover of pearls, anything pink, sunshine, peaches and Lilly Pulitzer. I have always loved fashion, but my affection for children's clothing- especially that classic style- has only grown stronger since the birth of my first daughter in 2008.

I've dreamed of creating my own line of little classics for over a decade. Now that my children are a little older, it's getting even harder to find the perfect classic styles for them. My dream is becoming a reality with the birth of Brown Bowen and Company.

Our mission is high quality clothing that are most importantly classic, timeless and preppy, but also wrinkle free, washable and durable. Our goal is to create timeless designs that our bigger littles will love and will never go out of style. We believe that children should always be dressed well, without comprising their ability to play, explore, and create magical childhood memories. As my favorite designer Lilly Pulitzer once said, "Life's a party, dress like it."

### Retailer Obligations

In order for us to work together, we both have important roles to play. Retailer agrees to use its best efforts and to sell and actively promote the products. Retailer will promote, advertise and merchandise Brown Bowen and Company's products in a manner that will maintain and uphold our brand identity through marketing. We have worked hard to ensure that our products are classic, therefore, our marketing should be too!

### Orders and Reorders

The minimum order to open an account with Brown Bowen and Company will be five hundred dollars (\$500.00). Minimum re-order is two hundred fifty dollars (\$250.00). In order to guarantee stock, fall orders must be received by April 15th. In order to guarantee stock, spring orders must be received by October 15th. Orders received after these dates will be considered wait listed until after the line has launched pending available inventory.

# BROWN BOWEN & COMPANY

## List Prices

We have every intention of supporting all of our retailers; therefore, we require that our Suggested Retail Price is always listed at or above the minimum price. Brown Bowen and Company products are NOT to be listed below Suggested Retail Price. Listing a product higher than the Suggested Retail Price is totally fine. All retailers may offer Brown Bowen and Company products at any price more than Suggested Retail Price.

Our main focus is to build the brand and integrity of this company and do not want to compromise that in the beginning. Many of our products will be offered year-round and are not seasonal products. You may not discount any of our products more than 20% off of the Suggested Retail Price unless they are discounted on the website. The only exception to this is Black Friday or Small Business Saturday. In order to discount any Brown Bowen and Company products, we require that you have the original price listed in addition to the markdown price. You will be allowed to participate in Flash Sales and promotions listed on Brown Bowen and Company's website.

## Internet Sales

In our best effort to support all of our retailers and to maintain the brand standard of Brown Bowen and Company, the retailer may offer our products for sale ONLY through a website operated by the retailer. Selling Brown Bowen and Company products on Facebook, Instagram, Amazon, eBay, or any other open market selling sites is strictly prohibited.

You may post pictures of our products on Facebook or Instagram with the Brown Bowen and Company logo as a means of advertising, but not for people to respond with payment information. They can call, come in store to purchase, or order through the retailer's website.

This policy applies to all advertisements of Brown Bowen and Company products in media, including, but not limited to flyers, posters, coupons, mailers, etc.

## Payment Terms

We accept all major credit cards. No terms or payment by check will be accepted. Retailer will not be charged until your requested delivery date. Please allow 5-7 business days to process and ship your order after payment has been received.

Brown Bowen and Company reserves the right to cancel items and/or orders if payment is not received within 14 days of requested ship date.

## Shipping

Unless otherwise agreed, Brown Bowen and Company products will be delivered to the destination designated by Retailer. Due to receiving inventory daily, there is a possibility of split shipping. We will strive to ship your orders as soon as they become available and per your requested delivery date. There is a possibility of items allocating to your order after the initial charge, which may result in a second charge for additional items. The total amount of the charges will match your invoice.

Changes made to your order within 14 days of requested ship date may result in delayed shipment and/or additional fees. Orders are not subject to cancellation.

Brown Bowen and Company will not be liable for any failure to deliver hereunder, where such failure has been occasioned by fire, embargo, strike, failure to secure materials from the usual source of supply, or other circumstances beyond Brown Bowen and Company's control which prevents or unreasonably impedes Brown Bowen and Company from making deliveries in the normal course of its business.

BROWN BOWEN  & COMPANY

**Return Policy**

Brown Bowen and Company guarantees the quality of our products. Therefore, upon receipt of the order, the retailer will have 48 hours to inspect products after delivery. Written notice and pictures shall be sent to Brown Bowen and Company via email within 48 hours noting any defects, omissions, damages, errors or shortages in the shipment. We do not accept returns on wholesale orders, but given proper notification of any of the above mentioned, we will work with the retailer to reconcile any mistakes on our end.

**Termination**

Brown Bowen and Company reserves the right to immediately terminate this agreement at any time if the Retailer fails to adhere to the any of the above agreed policies and procedures.

Signature: \_\_\_\_\_

Printed Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Retailer: \_\_\_\_\_

## Retail Agreement

Brown Bowen and Company, LLC  
205 South Goose Hill Road  
Rocky Face, Georgia 30740

Retailer: \_\_\_\_\_ Date: \_\_\_\_\_

Retailer Contact Name: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Federal ID Number: \_\_\_\_\_

State Sales Tax Resale/Business License Number: \_\_\_\_\_

Type of Business: (Check all that apply)

Brick and Mortar       Website

Website Address: (List all URLs, including dba's, assumed names, websites other designations in which retailer sells products)

\_\_\_\_\_  
\_\_\_\_\_

**Retail Location(s): (If applicable, list multiple locations)**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Brown Bowen and Company reserves the right to immediately terminate this agreement at any time if the Retailer fails to adhere to the any of the above agreed policies and procedures.

Signature \_\_\_\_\_

Printed Name: \_\_\_\_\_

Title: \_\_\_\_\_

Retailer : \_\_\_\_\_

**Account Information:**

Store Name: \_\_\_\_\_

Date: \_\_\_\_\_

BROWN BOWEN  & COMPANY

Phone: \_\_\_\_\_

Email: \_\_\_\_\_